

Monthly VA Sales Data and Estimates (Morningstar, Inc. 2017)

By Editorial Staff *Thu, Aug 17, 2017*

| Monthly VA Sales Data and Estimates (Morningstar, Inc., 2017) | | | |
|--|----------|----------|-----------|
| | April | May | June |
| No. of issuers reporting sales | 23 | 23 | 23 |
| Mkt share | 95.1% | 94.89% | 94.89% |
| Total sales | \$6.44bn | \$7.19bn | \$6.76 bn |
| Internal sales | 0.53% | 0.54% | 0.52% |
| Mkt share, issuers with higher sales | 0.00% | 67.49% | 8.85% |
| Mkt share, issuers with lower sales | 95.1% | 27.40% | 86.04% |
| Mkt share of non-reporters | 4.9% | 5.11% | 5.11% |
| No. of issuers with increases/decreases | 0/23 | 18/4 | 5/18 |
| Avg. increase (decrease) from prior mo. | -16.6% | 14.4% | -7.4% |
| Weighted avg. increase (decrease) from prior mo. | -20.2% | 12.8% | -5.5% |
| Difference between est. and actual mo. sales | -17.63% | -11.92% | -6.01% |
| 2016 sales, same month | \$7.14bn | \$8.18bn | \$8.51bn |

Source: Morningstar Annuity Research Ctr., 8-16-17